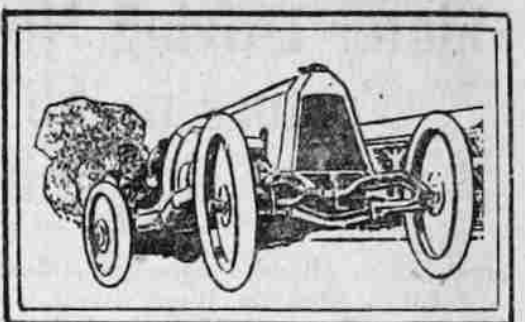


# The Ogden Standard-Examiner AUTOMOBILE NEWS



## United States Exports Record Number of Autos

Thousands of Gas Buggies Are Exported Yearly to Various Foreign Countries, Records Show; Standard Make of Cars Makes Big Hit With Buyers.

The importance of the American automobile in foreign countries is forcibly brought out in comparison of recent reports. The census figures represent the cumulative results of several years' importations.

The item of boxing an automobile for export is but a comparatively small one in analyzing the laid-down cost in a foreign sale. The buyer, however, will see it in a different light since every \$75 or \$100 adds just so much to his sales effort. On the other hand, the best boxing is the cheapest, and the foreign merchant will gladly pay this form of insurance for the delivery of cars in perfect condition.

American packing methods in export trade have been the subject of so much criticism that some are prone to overlook the fact that we do have good packing. All American packing must not be condemned because of the faults of the fast-disappearing class of indifferent and ignorant exporters.

**PACKS PRODUCTS**  
The manufacturer packs his products to protect them during time of transit, so that they will reach the buyer in perfect condition. The carrier adds to these reasons his desire to conserve cargo space and to secure ease in handling. The buyer wants a quick delivery of perfect merchandise at the lowest cost of transport from the factory to his salesrooms. From this it will be seen that packing is simply the method employed of surrounding goods with a protection from physical harm while in transit. The manner of packing is governed by the following factors:

1. Nature of the goods.
2. Conditions to be met in transit.
3. Smallest possible bulk.
4. Weight of measurement basis of freight cost.

**Ease in handling.**  
Customs duties at destination.

Good packing not only protects the merchandise during shipment, but also is an advertisement of the consideration shown by the shipper in having the goods reach the buyer in the same condition when they left the factory. Tightly wrapped and strongly packed goods may be tumbled around, exposed to rain, snow or heat, handled a hundred times and yet open up in perfect shape in the buyer's warehouse. The best insurance against damage is to pack securely enough so that there can be no damage.

The value of an article increases very rapidly the moment it leaves the factory. To the cost, or purchase price, is added automatically an accumulation of freight values, insurance values, exchange rates, duty, shrinkage and interest. Then if there is a "bad order" or "loss" claim in addition there is not only the loss

of actual value, but of time consumed in adjusting and duplicating the order.

The need of greater shipping capacity became most vital when the United States began supplying an enormous army and navy both at home and abroad and at the same time supplying great quantities of material to the allies. The problem became one of shipping the most goods in the smallest possible space. America's foremost experts were called to the service, and their studies resulted in achievements which were just short of marvelous. For instance, fifty carloads of freight were repacked so as to require the space of only fifteen cars. Auto trucks, needed most urgently in France, were repacked in a way that reduced the cubic contents from 1000 feet to 275 cubic feet. On one type of car \$3,000,000 was saved, as the total bulk was reduced by one-third. The government experts were successful in a big way and their ideas can profitably be adopted by many automobile manufacturers.

**STUDY METHODS**  
The packing engineer of a well-known Chicago house began to study the methods in use in packing automobile engine bearings. Suggestions were put into effect, and many experiments were made, with the result that a third more bearings were packed into the same size box. The labor cost of packing was reduced about one-fourth, amounting to \$2000 in a year; cheaper, yet stronger, boxing was introduced, thereby saving \$500 a year. Surely one-third of the shipping bulk added to \$2500 saved before shipment was made, justified the investigations.

The packing of an automobile should become just as much of a standard operation as any part of the manufacture or assembly of the car. Each type and size car should box in uniform with the several factors enumerated heretofore. Safety during transit requires thorough bracing within the box to prevent motion or friction. Painted surfaces, upholstery, nickel and delicate parts must be kept free from contact which will injure or destroy the finish. This is a factor of great importance to the foreign buyer.

The dismantling of a car requires expert work in order that the buyer may reasonably fit it with the least amount of time, labor and confusion. Small parts should be easily identified. Nuts, bolts and the like can be put in small canvas bags and tagged to insure against loss or improper assembly. Passenger cars only partially taken down quite naturally do not offer the problem as do trucks, which usually pack to the horizontal dimensions of the chassis frame.

Economy of space bears directly on

## AUTO MECHANICS ADOPT SLOGAN

Just and Worthington Open New Modern Repair Shop On Washington Ave.

"Make them come back for more." That is the motto that has been adopted by Dell Just and Jack Worthington in their auto repair shop and commodious large up-to-date quarters in which they have lately moved. From a small beginning, these two mechanics have outgrown the several locations where in the past years they have conducted repair establishments in this city and today find them comfortably housed at 2254 Washington avenue with one of the most modern garages and repair shops in the west. When automobiles first came into modern use, these two boys turned their attention to automobiles. When the war broke out Dell Just helped "Uncle Sam" both men have had factory experience which has proven a valuable asset to them and when a few months ago they decided to enter into partnership they did so with one method in mind—based on thoroughness. Both Mr. Just and his partner, Mr. Worthington, pride themselves upon the fact that every job turned into their shop is given closest attention and that all work is done carefully. Therefore the expression, "It makes them come back for more," is not without foundation.

"Electrical, carburetor, gear and general engine troubles on any make of car are looked after by both of us personally, and next week we are going to the suburbs in a new car," spoke Mr. Just, by showing them a new red touring shooting breeze wagon, our auto repair equipped with all conveniences to take care of customers in case they should happen to break down either in the city, up in the canyon, or in the country, will be ready for instant service to go anywhere to help out the troubled owner either by day or night.

To the man not closely in touch with the rapid development of the automobile business, it is a revelation to learn that the Just and Worthington repair shop has some of the best equipment between Denver and the coast which must meet the demand of auto owners in several electrical repairs or adjustments.

"It is an age of specialization," quoted the ardent. The public is quick to learn that a house that is several stories in one line of work, rather than try to cover the whole field, is better equipped to look after its customers in that particular line. In one of which tries to be a factor in several lines of work. We are specializing and find the public appreciates it."

The cost of transportation. The least practical cubic measurement is necessary, especially where every unnecessary foot costs an unnecessary dollar for ocean freight. Ocean freight tariffs and assessed on weight or measurement, ships' option, whichever will produce the greatest amount of revenue to the carrier. Automobiles generally take the measurement basis, and for this reason the smallest possible bulk is essential. Le Grande D. Snyder, of the World's Markets published by R. G. Dun & Co.

**NEW TOURING STUNTS MADE**

American Automobile Association Cooperates With Foreign Countries

WASHINGTON, Dec. 24.—To make foreign travel easier for the American tourists, the American Automobile Association is negotiating with automobile clubs of foreign countries for an international license. The object in obtaining such courtesy is to minimize the inconvenience until now undergone by American tourists on entering a country by machine.

An arrangement has been consummated with the Automobile Association of Great Britain and the Touring Club of Belgium by which these organizations issue a license to the American tourist for travel in each of those countries. The tourist receives the document before embarking for the other side. The A. A. A. issues it and guarantees the return of the car to the United States.

Besides Great Britain and Belgium other countries are expected to join the United States in this international touring arrangement. The International Touring Alliance, of which the A. A. A. is a member, is planning to establish a common licensing form among the member countries, by which the automobile owner may obtain from his home government a number which takes care of the registration of the car and its driving in other countries.

The cooperation of the U. S. government is being sought in this movement by an amendment to the Sweet's Pittman bill now before congress. The bill, as it now is worded, provides for recognition by all states of the registration licenses issued by one another.

**COOLING SYSTEM IN WINTER.**

The precautions taken against a frozen cooling system are obvious, while the car is going, the water is kept warm and if no air is allowed to be drawn through the radiator, or the fan belt is neglected, the water will become hot and steam off in spite of freezing weather outside. Just as it is necessary to keep the water warm while the car is standing, so must it be kept cool while the engine is running.

An elevated automobile highway, like an elevated railway system, is the plan worked out by an engineering firm in Detroit. Mich. Engineering experts have pronounced the idea practical.

## BRITON ADMITS ESSEX IS BEST

English-Made and Expensive Cars Suffer in His Comparison

It is a rare thing when an English motor journal devotes any space to praising the merits of an American built car, but in a recent issue of the British Motor Journal Apocryph we find an interesting opinion by S. S. Edge. Mr. Edge is a recognized authority. Few men outside of America have attained such an international reputation in the motor car industry. Commenting on one American car he says:

"Another of the five cars I used during the last few weeks was the four-cylinder Essex, with an R. A. C. rating of 15.4 h. p. It is an American production, with absolutely the brightest, liveliest little engine I have ever found in an American car; in fact this motor might really have been a Cochrane or a Pomeroy as its sponsor. Quite outside the engine's merits, however, the whole car is good, pleasant to use, and striking. The steering is light and easy; the springing is good; the brakes are good; in fact, everything to do with its driving is most satisfactory. The price charged too is very reasonable for what is given, by comparison with the prices of other cars."

"The ability of the Essex to climb hills at top speed, and yet give one a comfortable 15 miles per hour with four people up, is unequalled in my experience of four-cylinder cars of same engine dimensions. It is really surprising that one can still find across such good cars, quite unexpectedly. I heard of the Essex through a friend who offered to let me use one which he had just bought. I was not at all surprised to find an American 'four' of such flexibility, liveliness and substance, notwithstanding its quite modest all-on weight."

"The next day I had a good long trip on a British-built car of about the same seating capacity, but with a slightly larger engine. Although in some matters the British car's design was the better (or perhaps I can more justly say the better in my eyes) its road performance was not to be compared. In hill-climbing, for instance, the home-built car was always a speed (or gear combination) inferior to the Essex. In fact, after slackening of speed one simply had to change down, whereas the Essex was still quite happy on its top-speed."

**DETROIT CLUB CHECKS THEFTS**

New Organization Aids City in Checking Stolen Car Movement

DETROIT, Dec. 24.—By means of a system of thorough information and prosecution, Detroit has been able to cope successfully with the automobile theft problem. This is Minneapolis, which has established a welcome committee. Whenever a Minneapolis policeman sees a strange license plate he stops the owner and hands him a summons, but from the welcome committee, where he will receive a courtesy that will help make pleasant his stay in the city.—In Motor for December.

**UNCLE SAM LOSES.**

The recent drop in prices of automobiles brings with it a drop in the revenues to the government from this source. For instance, the car made by one popular Detroit concern, it is estimated, will cause a loss in taxes to the government of approximately \$7,500,000 a year.

Over half the Japanese population of the state of Washington are women.

**VALUE OF GOOD ROADS.**

The value of good roads to the motorist has been figured out in dollars and cents. In the magazine Public Works, the saving to the whole country can be imagined from the figures this magazine gives in connection with highway traffic in Iowa. In that state, says the writer, "it is estimated that there are now about 430,000 automobiles and automobile trucks that have an average mileage of 5000 for their tires and the present mileage cost is increased to 12,000 miles if the roads were well paved. With tires at \$20 each, there would be a saving of more than \$17,000,000 a year on tires alone."

"One-third of the present amount of gasoline would be saved on good roads and assuming this to be only one-third of a gallon a day for each automobile, it would amount to \$10,000,000 a year. The saving on repairs and upkeep of cars would reach nearly \$7,000,000 more, which, with the additional sum derived from the auto tax, is sufficient to build three roads across the full width of the state at a cost of \$40,000 a mile."

## ARGENTINA HAS ROAD BUREAU

More Than 3000 Members in New Organization for Better Road Conditions

The Argentine republic has recently organized a good roads association, consisting of approximately 3000 members, with Minister of the Interior Gomez back of it. Every possible aid has been promised by the government.

Dr. A. B. Minares of Buenos Aires, who is in this country at present, is quoted as saying: "Argentina is in need of good roads, since the remote and highly productive agricultural districts are not touched by the railroads, and Americans in the Argentine, led by S. T. Henry, a roadbuilding engineer of New York, have succeeded in interesting the government and people in improved roads. Minister of Interior Gomez has taken hold of the project from the government end, and some 3000 men, mainly property owners, in all parts of the country have joined the association. Even the railroads are supporting the project and have offered to transport road-building machinery and materials at very reduced rates, since the improved highways would act as feeders."

"Plans for a system of roads crossing the comparatively level country in all directions have been mapped out. It is understood that the national government will put up one dollar to every two dollars put up by the various cantons (states) and by the people through bond issues or other means. American methods of raising money and of road-building will be followed."

**OLD IDEA IS FAST PASSING IN WORLD**

Not many years ago and, let us say, whiplash and today in some of the most important cities it was the pleasant custom to consider any visiting motorist fair game. The first traffic cop who spied a license plate from another state marked the driver of the car bearing it as his own and promptly handed him a summons, no matter how exemplary his conduct might chance to be. It is pleasant to note that this old idea is passing.

One city, at any rate, has pushed the pendulum over to the other side so far as to arrange a positive welcome for strangers in motor cars within its gates. This is Minneapolis, which has established a welcome committee. Whenever a Minneapolis policeman sees a strange license plate he stops the owner and hands him a summons, but from the welcome committee, where he will receive a courtesy that will help make pleasant his stay in the city.—In Motor for December.

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## Motor Truck Answers Transportation Call

Great Problem in America Has Been Solved by Use of Motor Truck and Motor Trailers; More Than 900,000 Motor Trucks in Use in Various Parts of U. S.

Transportation is the one great problem of today and the greater problem of tomorrow. The answer is the motor truck and the trailer and, as a matter of fact, the automobile and trailer. A trailer or more for every truck used for commercial purposes—a trailer or more for every one of the two million or more farmers with automobiles—it's just sense. And just remember there are Ranger trucks and trailers ready.

According to the motor vehicle registration of the National Automobile Chamber of Commerce there were on July 1, last, 875,378 motor trucks in use in the United States. This is an increase of more than 200,000 as compared with the registration on the same date of 1919. This means that many more are needed in the country today—that the country is just awakening to the necessity of operating motor trucks. There is almost an unlimited market.

As to trailers—the companies manufacturing trailers cannot come near supplying the demand, and it is hard to figure where the trailers that are going to be needed for such movements as "ship by truck," etc., are coming from. A similar situation exists as regards motor truck bodies.

**KNOW CONDITIONS.**  
It is imperative that investors know these conditions; that they appreciate for what they are worth these new branches of the automotive industry, knowing as they do what the automobile industry proper has meant to investors in the way of profits.

Southern Motors is manufacturing and marketing Ranger trucks and trailers and they are of a caliber that measures up with the best products in these lines on the American market today, and that means the best in the world.

The market is awaiting them. Just for example, here are a few pertinent figures that are helping put over the motor truck and the trailer as a transportation unit and augmenting the demand:

Read them and think them over. Before the war a freight car cost about \$1000 and earned about \$1250 a year. After the war a freight car cost about \$3000, and until the recent action of the interstate commerce commission, earned only about \$1600 a year. Obviously, no amount of ingenuity or economy in management could conquer figures like those.

Before the war this country was building about 150,000 new freight cars a year; during the war the production declined tremendously so that the country is scores of thousands of freight cars below its normal needs today.

Such freight cars as the country has are idle on the sidings, or waiting to be loaded or unloaded, an average of 25 per cent of their time.

In fact, it has been estimated that could the shippers of America diminish by one hour a day the average delay on a freight car it would be equivalent to adding 10,000 cars to the country's railroad equipment. If they could devise ways to load the freight cars to 75 per cent of their capacity, instead of an average load of 70 per cent of their capacity, as at present, it would help the railroads as much as though 120,000 new cars were built and bought.

But it isn't being done. Consequently the railroads are depending more and more upon truck transportation, and, especially, upon being aided by motor truck transportation as far as the short haul is concerned. The motor truck and trailer with its quick loading and unloading facility, direct delivery of commodities, its ability to transport its maximum load, together with economy of operation, is forcing to the front, not only as an accessory but also as a competitor of the railroads.

And now comes George M. Graham with the conclusion, also, that the motor truck is one of the most effective means for rebuilding the vanished credit of the electric railways of the United States. In an address before the recent convention of the American Electric Railway association, he advised the electric railway interests to leave the carrying of freight to the railroads and the motor trucks and to eliminate unfair bus passenger competition by installing motor buses themselves.

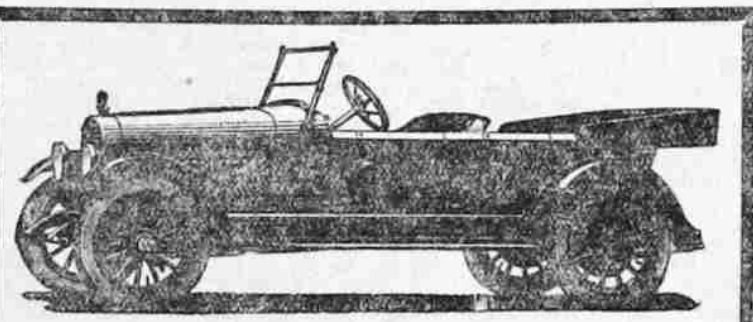
**ASPHALT ASSOCIATION TESTS ROAD SURFACES**

The Asphalt Association, in cooperation with other interests is contemplating testing road surfaces in an effort to discover the type of road which will cause the least amount of wear on automobile tires and reduce the present \$1,000,000,000 annual tire bill. An average annual outlay of \$125 by every one of eight million owners of eight million automobiles and trucks for thirty-two million tires makes a total cost for tires \$1,000,000,000.

This is far in excess of the amount of money expended on highways each year, and if annually a saving of 10 per cent could be effected, it would result in a sum which capitalized at 5 per cent would equal \$2,000,000,000.—Motor Life.

**WEIGHT AND TRUCK CAPACITY.**

In selecting trucks the factors of weight and size of the products to be hauled must be carefully considered. A product that is bulky but light in weight calls for a comparatively light vehicle with large body capacity. On the other side of it, the man who must haul heavy material that is nevertheless compact in form will make a great mistake if he buys an ordinary light truck.



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